

## THE ALLIURIS GROUP

ALLIANCE OF INTERNATIONAL BUSINESS LAWYERS

- ATPR Athayde & Pereira, Lisbon, Portugal
- Clerens & Partners, Brussels, Belgium
- De Luca Studio Legale, Milan, Italy
- Farthouat Asselineau & Associés, Paris, France
- Herfurth & Partner, Hannover, Germany
- Heringes & Partner, Bratislava, Slovakia
- Hertz Burton Jakobsen, Copenhagen
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- Tasheva & Partners, Sofia, Bulgaria
- Volks Hedleys, London, England / UK
- Yamaner & Yamaner, Istanbul, Turkey
- Young & Partners, Dunfermline, Scotland / UK

The ALLIURIS GROUP is organised as an international association under Belgian Law with its seat in Brussels.  
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## Alliuris Academy

The Alliuris Group endorsed the launch of the Alliuris Academy at its Spring Conference in Sofia, Bulgaria in June this year. For the moment, the Alliuris Academy is intended to be a three-pronged effort towards the training of young Alliuris lawyers via summer schools, foreign language training opportunities as well as exchange programmes. The Group was proud to present its first Alliuris Summer School from 26 to 29 July 2006 in Hannover, Germany. The 3-day programme enabled participants to learn more about drafting international contracts as well as to exchange information and experiences from their own local practices. With a total of some 23 participants the first Alliuris Summer School has set a formidable precedent for the academies to come.

The pilot project of the Alliuris Academy was the 2006 Summer School which took place in Hannover, Germany. The young lawyers from Herfurth & Partner had the double privilege of attending the Alliuris Academy and as well as of hosting their colleagues from the other Alliuris firms. The spacious and well-equipped conference rooms at Herfurth & Partner proved to be the ideal location for the Academy day seminars.

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## Drafting International Commercial Contracts

The Alliuris Summer School 2006 focused on introducing its participants to the drafting of international commercial contracts, namely agency agreements, distribution contracts, international sale and service agreements and international license agreements. The Group found it crucial for its young lawyers to have a good basic understanding of these types of contracts because these contracts form part of the range of legal service packages, namely SalesForce, ProSale and TecTransfer offered by the Alliuris Group.

As preparation for the seminars, the young lawyers were furnished with a list of questions, which they were required to respond to in writing. The preparatory questions gave our moderators the opportunity to provide their audience with a preview of the seminars to come and the participants with the opportunity to do some preliminary research on various legal issues.



The Opera House in Hannover

In the course of the 3-day Summer School, the participants were presented with an overview of the laws and the pertinent legal issues arising in the drafting of sales contracts, distribution agreements, agency agreements as well as intellectual property and license contracts. The lawyers made reports on the legal position of various legal issues in their own country of origin and discussed the differences, which they recognised in different jurisdictions. At the end of the seminars, the lawyers were given checklists, which could be utilised in the drafting of the various international contracts as well as model contracts for their further review and evaluation.



Prost from the Maschsee Festival!

## SalesForce, ProSale & TechTransfer

Concentrating on the products offered in the SalesForce package, the young lawyers spent their first day of the Summer School learning about the key differences between an agency agreement and a distribution agreement. Issues such as the legal status of an agent and a distributor, the corresponding scopes of authority and the financial consequence after termination of the same were discussed.

The seminars on second day of the Summer School revolved around the products offered in the ProSale package. Participants discussed the formal requirements necessary for the conclusion of a sales contract, retention of title, transfer of risk, calculation of damages and limitation periods. A brief introduction to the United Nations Convention of the International Sale of Goods together with its key sections helped the young lawyers to identify some of the benefits and disadvantages of invoking these terms.



On the last day of the Summer School, the young lawyers discussed the key terms and conditions arising in a license contract including the scope of utilisation of patents and other intellectual property, contractual territory and license fees. The participants also had the opportunity to put what they had learned in the seminars into practice in a negotiation exercise, which took place later in the afternoon.

Each and every seminar involved lively and engaged exchanges between the participants and the moderators. Despite the soaring temperatures experienced in Hannover at that point of time, the young lawyers were determined not to allow external factors to come in their way of having a fruitful and productive time at the Summer School. They proved to be keen and enthusiastic learners and were model representatives of their law firms.



Ken Kilimnik in action with TecTransfer

## The German Experience

No seminar would be complete without a supplementary recreational program. Determined to show their colleagues as the best sights Germany, Herfurth's organisation team arranged for their guests a Hannover city tour, a visit to the Herrenhäuser Gärten, an evening at the Maschsee festival as well as a day trip to Berlin. These activities, together with the daily culinary delights served at every lunch and dinner, gave the young lawyers a better insight of life in Germany.



The Parliament House in Berlin

## Alliuris grows closer

The 4 days of intensive interaction have founded the basis for many cross-cultural bonds between young lawyers within the Alliuris Group. Many were touched by the hospitable generosity extended by their German hosts as well as the warm friendship offered by their fellow participants. Many remain in contact by e-mail and have exchanged reciprocal invitations of visits to respective homelands. Such friendships facilitates the growth of the bonds of professional mutual trust within the Alliuris Group. We look forward with much anticipation and excitement to the next Alliuris Academy as well as to a second generation of well-groomed, competent and professional Alliuris lawyers.



Monica Gnoch, Sena Apak, Mayalen Lacabarats



## Alliuris speaks

*"The subjects chosen were varied enough and one subject per day was perfect. The lessons were quite interactive so everybody could tell us how things work in their own country. This was very interesting. The entertainment was great!"*

Mayalen Lacabarats  
Farthouat Asselineau & Associés, Paris

*"Summer School 2006 was one of the greatest experiences of my life. First of all, I have always wanted to participate to a basic program about international contracts, which would enable me to be aware of the important points in a contract. Secondly, it was very nice to be student again and also have fun like students. Finally, I must say that I am really really glad that I attended the Summer School."*

Sena Apak  
Yamaner & Yamaner, Istanbul



At the brandenburg Gate

*"The Summer School was a very valuable experience. It was very good for my legal practice because of the various international aspects of contracts such as agency and distribution agreements. Phillip Neddermeyer showed us the best places in Hannover!"*

Wouter Lem  
Marree en Dijkhoorn, Amersfoort

*"Thank you for your efforts in giving us such a warm welcome in Hannover. In my opinion, there was an excellent balance between work and free time. Could we have another conference on Eurocash Guidelines?"*

Marcos Caballero  
Larrauri & Lopez Ante, Madrid

*"It was truly a pleasure and great experience for us to have taken part in the first summer school and we will surely cherish the memory of those days together for a long time. We cannot wait to be part of the next one!"*

Monica Gnochì, Tiziana Sarti,  
Massimo Corvasse, Stefano Zandegiacomo  
De Luca Studio Legale, Milan



The World Cup Champions!

*"My impressions about the first Alliuris Summer School: Perfect organization, very fruitful conferences and discussions, so much fun! All the purposes were accomplished."*

Catarina Morgadinho Barata  
ATPR Athayde & Pereira, Lisbon

*"The atmosphere in the school was really nice. In a short time, we have established many friendships."*

Jonathan van Kempen  
Clerens & Partners, Brussels

*"The Summer School was a great opportunity to see the foreign law systems through the view point of the people actually working with them... Also, without the mix of interesting people from around the world, the school would not have been so sensational."*

Marek Holečka  
Heringeš & Partner, Bratislava

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